



# THE INFLUENCE BUSINESS

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*Raise your level of influence*

## ADVANCED PRESENTATION SKILLS (Half-day)

### Overview

This highly practical **half-day programme** for **up to five participants** will give you the skills and confidence to really influence your audience when you engage with or present to them. Your talk may be formal or informal, delivered standing or seated and with or without visual aids. You will learn how to deliver in a way that has a strong, though authentic impact on the audience, leaving them feeling highly positive about you and your message and differentiating yourself positively as a speaker. The skills and behaviours acquired on this programme will raise both your confidence in presenting and your gravitas significantly. Video review plays a key role.

Whenever you are in a meeting, networking or discussing an issue with someone, you are presenting yourself and your ideas. This programme is hugely relevant to all forms of communication whether formal or informal.

### Aim

To develop and fine tune your engagement and presentation skills so that you have a higher level of influence and achieve greater buy-in from your audience.

### Outcomes

At the end of the programme you will:

- Differentiate yourself as a speaker
- Have greater influence when presenting
- Present more confidently, knowing that you do so with poise, credibility and conviction
- Get to the point more quickly
- Engage more with your audience and hold their attention
- Read and adjust to audience non-verbal signals
- Structure your message more effectively
- Make and use your notes to stay in control
- Use visual aids to help your audience rather than yourself
- Understand when and how to use handouts



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### Outline Programme

We will address the following broad areas:

- Delivery
- Structure
- Use of Visual Aids
- Handouts

### Methodology

Extensive use is made of individual video review that allows you to see yourself from the audience's perspective and have the confidence that the skills really work for you.

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